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April 26, 2016

# Janitorial & Building Maintenance Services BID/PROPOSAL



California State University Los Angeles  
HERTZBERG-DAVIS FORENSIC SCIENCE CENTER

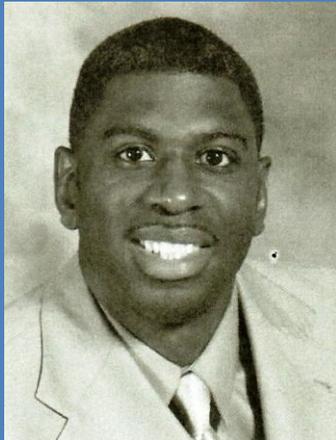
**5151 State University Dr  
Los Angeles, CA 90032**

Attn: Nancy Clausen  
(323) 307-4320

[NClausen@calstatela.edu](mailto:NClausen@calstatela.edu)



## A letter from the CEO



April 26, 2016

Dear To whom it may concern,

It gives me great pleasure to draft this letter today. I own a small business owner here in southern California with aspirations to make a HUGE difference in our community, in our state of California and across our beautiful country. One way that will accomplish this is to give back to the clients that we serve. We have several existing programs but the one I am most passionate about is the program we created for our University and College Contract Partnerships. Within these environments our "Student Engagement Program" was born. This program allows us to engage students of the campuses we serve. We are dedicated to be a support vessel for deserving participants and assisting them in their individual career paths.

We started our company Building Maintenance of Tomorrow ("BMoTW), which is headquartered in Costa Mesa, CA in 2008. We are licensed, bonded, and insured to perform specialized janitorial services, **environmentally-friendly** cleaning and building maintenance services to commercial companies throughout California and the rest of the United States.

For the last 6 years, BMoTW created a specialty in Deep Cleaning and Building Maintenance for university services. We would like the opportunity to serve you with our quality eco-friendly services as well. So please let us know how we can help you or your departments in any way.

We are here to serve you.

Sincerely,

A handwritten signature in black ink that reads "Dereck E. Moore". The signature is written in a cursive, flowing style.

Dereck E. Moore  
President & CEO  
Building Maintenance of Tomorrow, LLC  
(877) 880-4110 office  
(818) 535-9781 direct



# Price Quote

4/26/2016

California State University Los Angeles  
HERTZBERG-DAVIS FORENSIC SCIENCE CENTER  
5151 State University Dr  
Los Angeles, CA 90032  
Attn: Nancy Clausen  
(323) 307-4320

Dear Nancy:

We are pleased to offer the following proposal for your cleaning services. By letting **Building Maintenance of Tomorrow** take care of all of your cleaning needs, your building will be maintained by a professional staff and always look its best. Our dedicated staff has your best interests in mind and is committed to making sure that your building is clean and properly maintained.

As well as a trained cleaning staff, our supervisory staff wants to make sure that you have a great working relationship with Building Maintenance of Tomorrow.

Our cleaning proposal includes service that is provided **5 x per week** for the following cost:

<b>Custodial Services</b>	<b><u>\$ 40,500.00</u> per month</b>	<b><u>\$ 486,000.00</u></b>	<b>Annual Cost (year 1)</b>
	<b><u>\$ 41,715.00</u> per month</b>	<b><u>\$ 500,580.00</u></b>	<b>Annual Cost (year 2)</b>
	<b><u>\$ 42,966.00</u> per month</b>	<b><u>\$ 515,592.00</u></b>	<b>Annual Cost (year 3)</b>

*The above cost increase will provide for cleaning staff raises, vacations and increases in medical premiums and supplies.*

This proposal price is valid through **June 30, 2017**.

Thank you for the opportunity to bid on your cleaning and supply needs. If you have any questions, please don't hesitate to ask.

Sincerely,

A handwritten signature in black ink that reads "Dereck E. Moore".

Dereck E. Moore  
President & CEO  
(877)880-4110  
[DMoore@BMoTW.com](mailto:DMoore@BMoTW.com)